

## **Broker (French speaking)**

**Location: London or Bordeaux**

*Competitive salary dependent on experience. Company performance-related bonus, healthcare insurance & wellbeing benefits.*

Exciting opportunity for an enthusiastic, confident self motivated French speaking Broker with a passion for the wine trade to join Liv-ex and establish their reputation as a broking expert in the industry.

### **About Liv-ex**

With over 630 members worldwide, Liv-ex is today the global marketplace for the wine trade.

We offer a multitude of business services covering trading opportunities, data, logistics and various automation technologies; aimed at a diverse group of wine businesses, from ambitious young start-ups to established merchants and traders.

Our aim is to make the wine trade more transparent, efficient, and safe, for the benefit of our members and the market as a whole.

We are hardworking, committed and action oriented, retaining a valued neutrality in the market.

Founded in 2000, Liv-ex has grown to serve a growing number of members in the B2B sector, with an ever-expanding range of services. We help our members and other stakeholders to better understand the fine wine market and identify profit opportunities.

### **Summary Purpose**

Liv-ex is looking for an enthusiastic, confident and hardworking broker who will be excited by the trading opportunities presented through the Exchange and brokering them between Liv-ex members.

Reporting to the Head of Broking in the UK, you will be an integral member of the commercial team, with a specific focus on generating trade through the world's largest fine wine marketplace. We are open to applications from graduates looking to start their career in sales, to established brokers from within or from outside of the wine industry. The role is office based, either in London or Bordeaux, with the right applicant willing to travel frequently between the two.

### **Responsibilities**

- Build and maintain exceptional customer rapport with Liv-ex members, effectively responding to any queries in line with our Liv-ex values
- Engage with a portfolio of customers to drive bid, offer and trade activity through the Liv-Ex platform
- Analyse both market and member activity to identify trading opportunities
- Curate short and concise copy for team to share with relevant members and promote trade
- Work as part of the six-person broking team, helping each other in day-to-day broking activities

## **Knowledge, Skills and Experience**

### *Essential:*

- Excellent verbal and written communication skills in both English and French
- Natural passion for sales, with strong communication skills and sound commercial acumen
- Confident – able to provide excellent customer service and not afraid to just ‘pick up the phone’
- Self motivated and results-driven
- Numerate with good analytical skills
- Well organised and proactive with excellent attention to detail
- Flexible and adaptable team player with the ability to work effectively in a fast-paced environment
- Good IT skills - competent user of Microsoft Excel and Outlook.
- Genuine willingness to learn and get involved
- A clean, valid driving license

### *Desirable:*

- A keen interest and understanding of the fine wine market.
- A third European language

To apply, please send us your CV with a cover letter detailing why you are interested in this role, your current salary and your salary expectations to [clientresourcing@strattonhr.co.uk](mailto:clientresourcing@strattonhr.co.uk).